

The Tripollum—Milk Depot and Milk Wagons Owned by 100 Farmers.

Co-Operative Farm Products Marketing

How It Is Done in Europe and May Be Done in America to the Profit of Both Farmer and Consumer

By MATTHEW S. DUDGEON.

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GETTING GOOD MILK INTO THE CITY.

Copenhagen, Denmark.—Would it not be a relief to you if you knew where you could get absolutely good milk, and cream, and butter; if your milk and cream were guaranteed to be rich, and pure, and fresh; if you could buy a brand of butter which was always up to standard, always had the same flavor, and the same amount of moisture in it, was never over salted or under salted, and was always absolutely free from taint of age. Most of us in America get good butter and good milk at times. All of us get bad butter and milk at least occasionally. Over in Denmark there is an entire nation which is united in a common purpose of producing good milk and butter. Its success is due to team work; the cow does her part, the farmer does his part, the creamery does its part, the delivery man does his, and the government itself takes a hand in the process. Not very long ago there was a complaint from England that the quality of Danish butter was falling off. It was treated in Denmark as if the national honor had been attacked and every reasonable complaint was attended to at once by the united action of all concerned. It was not a local question, but a national one. Primarily Danish butter and milk is good because the Danish farmer is scientific in his methods. But the milk after it leaves the farm is dealt with by the distributive agencies in a way no less efficient, and scientific and businesslike. This is where the Danes surpass the Americans, and with the result both consumer and producer in Denmark have occasion to be satisfied.

Why American Milk is High to the Consumer and Low to the Farmer.
Dr. Thomas Nixon Carver, now director of the government bureau of rural organization, who at one time made a thorough investigation of the prices of farm products, says in his book on the "Principles of Rural Economics" that the milk for which the dealer in Worcester receives 23¢ per quart sold for eight cents in nearby Boston. Milkmen drove all over the city to deliver a few gallons of milk. He received and probably earned two cents per quart for doing this. If a route were arranged (as they are in Copenhagen for example), so that one man could deliver on one street consecutively from house to house making it unnecessary for any other delivery man to follow him up or duplicate his delivery route, the work could probably be done for one-half cent per quart, certainly for one cent per quart. Another reason for the high eight cent price was that the farmer sold the milk to a contractor, (the contractor seems to have been a speculator), who took out a profit of 2¢ per quart raising the price at least two cents higher than it otherwise would have been. The account stands thus:

As It Is	Should Be
Farmer's price is.....	8 to 10
Transportation cost.....	1 to 2
Contractor's profit is.....	1 to 2
Milkman's wages is.....	1 to 1
Total.....	11 to 15

Copenhagen's Milk Supply.
Here in Copenhagen there is a better method employed. The farmer gets more money, the city man gets more milk and the milk is better. This is being accomplished through a co-operative arrangement which could be duplicated in Boston, Chicago or Kansas. It is no experiment. The company has been operating successfully for twelve years, and it has been clearly demonstrated that it is possible to do the business in this way. There is nothing mysterious or secret about it. This co-operative association is a simple, business-like organization of dairy farmers, backed by good business men operating on sound, scientific and business principles. There is delivered every morning to local private consumers in Copenhagen 35,000 bottles of the best milk in the world at a price less than six and a half cents per quart; some of this milk comes forty miles, but it is handled so well that three cents pays all expenses and profits between the farm-

er and the consumer. For the same service performed in a less sanitary way taking a longer period of time, involving more waste and more contamination the Boston consumer pays five and one-half cents. Here is a saving in cost of distribution of two and one-fourth cents per quart. If this could be saved to the milk consumer in Boston it would amount to about \$10,000 pay day of \$3,650,000 in a year. How many lives would be saved by absolutely pure milk at the reduced price no one knows.

A Night Visit.
In order to see the Tripollum milk depot at its busiest we planned our trip to reach the establishment at 10 p. m., about the hour when they begin to fill their 35,000 bottles of milk for the morning delivery of the succeeding day. The most striking characteristic is the immaculate cleanliness that everywhere prevails. The entire establishment is absolutely free from dust and dirt. Not an odor can be detected. The association furnishes the employees with working clothes, and itself launders them and maintains ample free bathing facilities. The employee coming in from the street goes into the dressing room, sheds the clothes which have been more or less contaminated by wear upon the street, takes a bath and assumes a newly laundered garb.

Efficient Processes.
Every process through which the milk moves from its receipt at the door until it goes out in the wagon in the early morning is an efficient process both from the standpoint of maintaining purity and excellence and from the standpoint of economy of handling. After the milk cans, for example, are fully emptied, they are placed upon a drain board. The drippings from this board produce 1,000 pounds of butter per year, which amply repays the slight trouble caused in placing the cans in this position. Every process is practically automatic. Their machines seem to have almost human intelligence. The milk which goes into each bottle is automatically measured and not a fraction of an ounce more or less than the specified amount is placed in the bottle. The filling of the bottles, the placing of the stoppers, the sealing of the stopper, the transportation of the bottles from the machines to the shelves, the cleansing of the empty bottles and cans—all these proceed automatically. When ready for delivery the milk is placed on racks in the large milk wagons. Each wagon is accompanied by a driver and six boys, who by the use of carrying racks are enabled to deliver the bottles with great rapidity. No driver can go into another driver's district. There is no duplication of routes. The wagon hardly pauses in its course. Here milk delivery is reduced to a science.

Over Four Million Receipts.
The concern gets out a variety of dairy products. The fresh sweet milk is of the grade known generally as certified milk. In addition to this they sell a special high grade called "infant's milk." The milk that goes into the bottles so labeled must have been produced during a certain part of the bovine lactation period. The cows must have been excluded from feeders which are inclined to give taint or unpleasant flavor to the milk. The milk must have certain high percentages of butter fat. The quality and purity of this grade of milk is most carefully guarded, and it goes out only in sealed bottles or cans to families and hospitals.

Skimmed milk and butter are also sold. Three different grades of cream are placed upon the market—the rich whipping cream, the medium cream and half cream. In addition to this the finest of cream cheese and the highest grades of butter are made and sold. A particular brand of butter milk which has proved popular and profitable is known as Bulgarian Yogurt. This is similar to the product which is said to have made the Bulgarians a race of centenarians. Its valuable qualities are due to fermentation produced by the bacteria of the *Bacillus Bulgaricus* variety. It is

said to be a digestive aid of great effectiveness. Altogether the company takes in annually for its products the considerable sum of \$4,150,000.

Profits to the Farmer.
At the time when the milk is delivered to the concern the farmer is paid a little over two cents a quart. This is exactly the same price which others are paid for their milk by the distributing companies. In case of the man who delivers to one of the joint stock companies this is all that the farmer ever receives for his milk. The farmer who is a member of this co-operative concern, however, at the end of the half yearly period receives a dividend which amounts to about one cent per quart. At the end of the year there is generally a small additional surplus, so that the farmer has altogether received over three cents a quart for his milk, almost one cent more a quart than the person selling to the private distributors.

But this is not all. The farmer has invested absolutely no money in this co-operative concern. Yet at the end of the 20 years the 100 farmers are in possession of a plant which is probably worth \$200,000 and which has been accumulated out of the profits of the establishment. This is the property of those who have delivered the milk to the concern. It belongs to them in proportion to the amount of milk which they have delivered, taking into account, in every case of course, the quality of the milk as well as the quantity. The average farmer has then from his milk, in addition to the price which he has already received, made a profit of \$2,000 for the 20 years.

Cheap to the Consumer.
On the other hand, the prices paid to the co-operative concern by the private taker is extremely moderate. For the ordinary quality of milk, which corresponds to our certified milk, he pays about six and one-third cents per quart. For the special milk, the infants' milk and the hospital milk, which is of a quality seldom found in American cities, the consumer pays seven cents per quart.

Capitalized Without Money.
Twelve years ago when the Tripollum was organized, not a dollar was furnished by the members. One hundred farmers got together and authorized a few of the leaders to borrow \$125,000 at the bank. It is to be remarked in this connection that the banks of Denmark consider a loan to a co-operative association which has no capital stock and no tangible property as a perfectly good loan. It has been demonstrated again and again that these associations are planned in such a way that they are worthy of credit. It is considered as safe as any American industrial bond. In this case as in all others, only a few of the leaders signed the note at the bank, although of course the entire number who were in the organization agreed to stand back of those who borrowed the money. The bank was safe, both because the 100 farmers represented were responsible financially, and because they knew a co-operative concern such as this was to be a sound business venture.

The arrangement with the bank was that the money was to be paid back out of the profits in annual installments running over 20 years. The rate of interest was low. The association has been in operation 12 years. A larger sum than the original \$125,000 has been advanced because the volume of business has been so great that it was necessary to make additional investment. The concern has now \$200,000 invested. Nevertheless the entire indebtedness will be wiped out within the 20 years.

Quality First.
It is to be noted that this co-operative milk company succeeds, not because it is co-operative, but it succeeds because it stands, as do other co-operative concerns, for the highest possible quality in its product. It strictly enforces rigid rules relative to quality and takes every precaution to insure cleanliness and purity. Some of the requirements which it enforces upon those who furnish milk to it are as follows:

First, there must be a monthly inspection of the cows by the veterinary representing the distributing company; second, all unhealthy or defective cows must be instantly withdrawn; third, any slight sickness between monthly visits must be reported to the company and the milk kept separate; fourth, all sanitary directions as to ventilation, cleanliness, etc., must be followed; fifth, milk from cows others than those inspected and under control must not be mixed with the milk furnished to the company; sixth, milk intended for infants' use or hospital use must be produced from cows from which are excluded all feeds and fodders injurious to the flavor or quality of the milk; seventh, there must be a periodical examination for tuberculosis; eighth, the milk must be cooled in some efficient way as soon as drawn from the cow, so that bacteriological growth may be stopped. Here, as in other co-operative institutions, the quality is evidenced by brands which have come to stand as guarantees of cleanliness, healthfulness and palatableness.

Do it in America.
Naturally, the question that presented itself to us Americans as we looked over the plant, was whether or not the procedure could be duplicated under American conditions. We have canvassed the situation fully and can discover no reason why the entire plan or one parallel to it could not be adopted in any progressive American city. Everywhere co-operative societies succeed, but succeed because they produce a product that is recognized as of standard quality. Co-operation in Denmark spells quality.

CONNIE MACK'S CAREER IS AN EVENTFUL ONE



Manager Connie Mack of the Champion Athletics.

Cornelius McGillicuddy, the man the fans never see, recently celebrated his fifty-first anniversary.

In his quiet, retiring way, the "Sphinx of the diamond," the recipient of hundreds of messages of congratulation, observed his fifty-first year on earth at his home, the town he has done so much for during the last dozen years. His record is one long list of banner achievements, all gained by steady and conscientious work. The "Master Mind of Baseball," as he is known around the circuit, is of such high character it is hard to praise him. A look into his past reveals a life fraught with square deals and honorable deeds.

Connie Mack was born at East Brookfield, Mass., December 23, 1862. He introduced himself into baseball as a catcher for the Meriden, Conn., team in 1884. He received his first assignment as manager in 1894, when he took hold of the reins of the Pittsburgh club. His great career took definite form in 1901 when the present manager of the Athletics was given the leadership of the Quaker team. His ability then began to force itself to the front.

Following is a brief review of his baseball career:

His List of Jobs.
1884—Broke into the game as catcher for Meriden, Conn., team.
1885—Did backstop duty for Hartford, Conn., team.
1886—With the Washington club of the National league.
1890—This year he donned the mitt and chest protector for Buffalo club.
1891—Appeared back of bat.
1894—Became manager of the Pitts-

burgh club finishing in seventh place.
1895—As pilot of Pittsburgh his club again finished seventh.

1896—Pittsburgh, with Mack still at the helm, finished sixth.

1897-1901—Held managerial reins of the Milwaukee team of the Western league.

1901—Began his duties as manager of the Philadelphia Athletics, which he continues to hold. Finished fourth this season.

First Pennant in 1902.

1902—Gave Philadelphia a championship, after a long wait of 20 years. Of that great team many have gone their various ways, but Eddie Plank and Harry Davis are still with the Mackmen.

1903—Finished second to Boston.

1904—Dropped to fifth place.

1905—Won American league title, but lost world's series to New York.

1906—Finished second to Chicago.

1907—After terrific struggle with Detroit, Mack's team again finished second.

1908—Dropped to sixth place.

1909—His team was in the fray again to the bitter end, being nosed out by old rivals, the Detroit Tigers.

1910—His team proved the sensation of the country, winning American league championship, and beat Chicago Cubs for world's title.

1911—Again captured American league pennant and world's title, beating New York in latter event.

1912—Got away to poor start and slipped back to third place.

1913—Captured fifth American league and third world's series title, beating New York Giants in latter event.

RUSSELL FORD NOT MISSED

Former Yankee Spitball Artist, Who Jumped to Buffalo Federal Team, Has Lost His Grip.

Manager Frank Chance of the Yankees will be without the services of Russell Ford, once considered the best of the Yankee twirlers, this year. It is reported, however, that Chance is not shedding many tears over the departure of Ford to the Federal league. A few years back the left-



Russell Ford.

hander was looked upon as a star of the first order, but since then he has failed to live up to his reputation. He has really had but one good year in the American league and on that his fame rests. Chance was not any too well pleased with the showing made by Ford last year and there was a strong possibility that the one-time star was to suffer a cut in salary in 1914.

Jack Dunn Has "Phenom."
Manager Jack Dunn of the Baltimore International league team thinks he has a wonder in Pitcher Ruth, who beat the Athletics on March 25. He is but nineteen years of age and is a Baltimore product.

Sioux City Buys First Sacker.
The Sioux City club of the Western league has purchased First Baseman Jimmy Kane from the Omaha club.

216-GAME SCHEDULE

The Pacific league has started its season. There's some ball league. It cut in on March 31, and doesn't quit until October 25—sometimes later, and its schedule includes about two hundred and sixteen games. Many an athlete goes joyously to the coast, lured by the climate and a guaranty of salary as large as that he got at home. He gets it, too, for the coast magnate's word is as good as gold—but how that old boy does work for his shekels! When he discovers that he has to go a route of 216 games for the coin he made in 154 games back East, he emits a roar like a peevish lion, but it's all too late. Incidentally, the theory of many major league leaders, that a man will go stale and lose his pepper if he plays beyond the usual schedule, gets something of a knock in California. Many and many a star of the coast league is called to the fast company, and if the 216-game stunt ever spoiled any of them for their work the following season it has never been recorded.

Bench Managers Scarce.

Bench managers will be at a premium in the Southern Michigan league this season, the advent of Topsy Hartzel and Ed Smith to the league's managerial forces increasing the number of playing leaders in the circuit. Hartzel will hold down a regular berth in the Toledo outfield, while Smith will take his turn in the box for his South Bend club. Both have a number of years of good baseball yet allotted them, although veterans in point of service. Other playing managers in the league this season are McKernan, Battle Creek; Holmes, Saginaw; Jenkins, Bay City; Wagner, Kalamazoo, and Cristall, Adrian; Meyers of Jackson, Burke of Flint and Morrissey of Lansing will pilot their clubs from the bench.

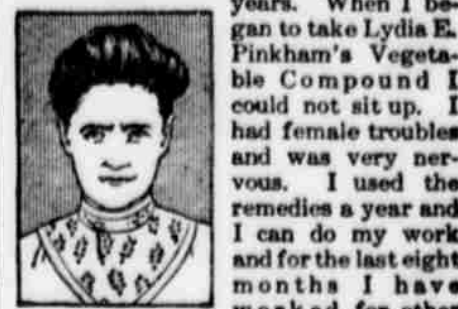
Fahey Goes to Victoria.
Howard Fahey, the Los Angeles infielder, who played in the California State league last season, has been turned over to Victoria by Manager Dillon. He will go to the Bees in place of Wotell, who refuses to report.

Jesse Tannehill a Manager.
Jesse Tannehill, former big league pitcher, has been given the manager-ship of the Portsmouth State league baseball club.

WOMAN COULD NOT SIT UP

Now Does Her Own Work.
Lydia E. Pinkham's Vegetable Compound Helped Her.

Ironton, Ohio.—"I am enjoying better health now than I have for twelve years. When I began to take Lydia E. Pinkham's Vegetable Compound I could not sit up. I had female troubles and was very nervous. I used the remedies a year and I can do my work and for the last eight months I have worked for other women, too. I cannot praise Lydia E. Pinkham's Vegetable Compound enough for I know I never would have been as well if I had not taken it and I recommend it to suffering women."



Daughter Helped Also.

"I gave it to my daughter when she was thirteen years old. She was in school and was a nervous wreck, and could not sleep nights. Now she looks so healthy that even the doctor speaks of it. You can publish this letter if you like."—Mrs. RENA BOWMAN, 161 S. 10th Street, Ironton, Ohio.

Why will women continue to suffer day in and day out and drag out a sickly, half-hearted existence, missing three-fourths of the joy of living, when they can find health in Lydia E. Pinkham's Vegetable Compound?

If you have the slightest doubt that Lydia E. Pinkham's Vegetable Compound will help you, write to Lydia E. Pinkham Medicine Co. (confidential) Lynn, Mass., for advice. Your letter will be opened, read and answered by a woman and held in strict confidence.

Titta Ruffo's Important Views.

A piece of baked macaroni trying to stand upright. This is the definition of the modern American woman given to a Denver newspaper reporter by Titta Ruffo of the Chicago Grand Opera company.

"It is like a piece of cooked macaroni making effort to stand upright," he said with an air of disgust. "In Eet-aly the women are beeg. Only beeg women are beautiful."

"The American woman is very chle and it is good for her to be a suffragette. It is nice for woman to rule man in America. In Eet-aly it is not so nice."

The Montessori System.

Old-Fashioned Mother—What is this Montessori system of child education that I hear so much about?

Old-Fashioned Father—I dunno, exactly, but the keynote of it seems to be "votes for children."

What He Wanted.

"My wife insists on having a flying machine."

"We have some that are perfectly safe, sir."

"Have you one that will fly at an altitude of about ten inches?"

Constipation causes and seriously aggravates many diseases. It is thoroughly cured by Dr. Pierce's Peppermint. Tiny sugar-coated granules. Adv.

Her Experience.

Ethel—Man proposes—
Marie—Yes, but he needs encouragement.—Boston Evening Transcript.

For thrush use Hanford's Balsam. Get it into the bottom of the affected part. Adv.

We know some railway bridges that seem to be dependent on Providence and a coat of paint.

If you wish beautiful, clear, white clothes, use Red Cross Ball Blue. At all good grocers. Adv.

A good sense of humor can be turned into dollars. The modern practical joker writes them and sells them.

Housework Is a Burden

It's hard enough to keep house if in perfect health, but a woman who is weak, tired and suffering from an aching back has a heavy burden.

Any woman in this condition has good cause to suspect kidney trouble, especially if the kidney action seems disordered.

Doan's Kidney Pills have cured thousands of suffering women. It's the best recommended special kidney remedy.

A NORTH DAKOTA CASE

"Every Picture Tells a Story."



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